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ABSTRACT

A unit on manufacturing and consumerism for fourth grade social studies classes is presented. The unit, organized around a learning center approach, is composed in story form with cartoon illustrations. Objectives are to define the terms consumer, producer, goods, services, resources, and labor: explain what manufacturing is: and describe the steps of the manufacturing process. Students calculate the amount of resources needed to set up a lollipop factory and to construct and set up a lemonade stand. They also play a lollipop game. The guide includes a materials needed list, objectives, a sample student record sheet, reproducible pre- and posttests and worksheets, and directions for the lollipop games. Approximate class time is four to six hours. (KC)

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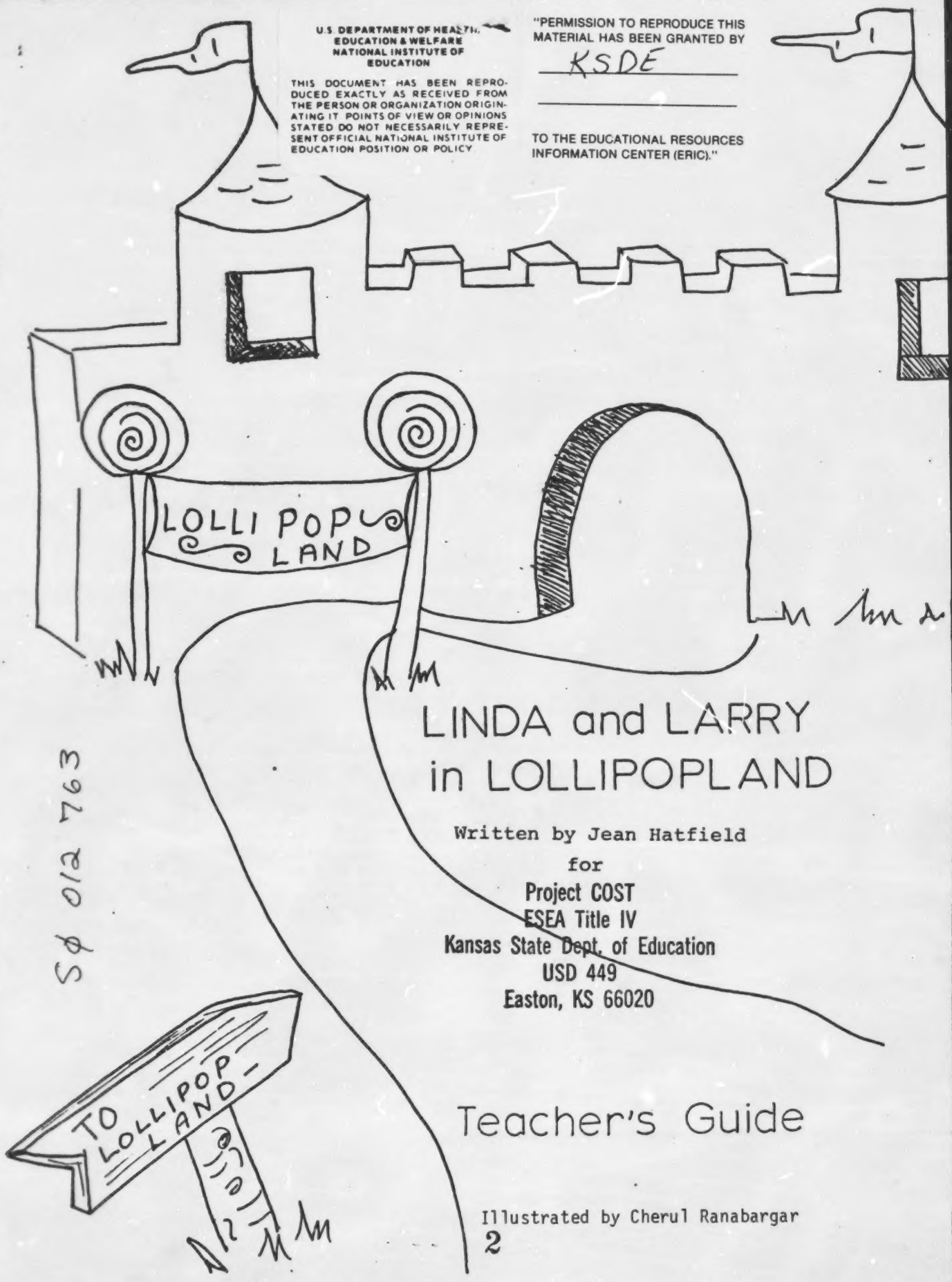


LINDA and LARRY in LOLLIPOPLAND

Written by Jean Hatfield

for
Project COST
ESEA Title IV
Kansas State Dept. of Education
USD 449
Easton, KS 66020

SØ 012 763

Teacher's Guide

Illustrated by Cherul Ranabargar

TABLE OF CONTENTS

Package Resume ---------- 1

Materials Needed ---------- 2

Objectives ---------- 3

Student Record Sheet Instructions ---------- 3

Special Instructions and Suggestions ---------- 3

Keys

- Pre-test ---------- 5
- Worksheet 1 ---------- 8
- The Lemonade Stand ---------- 9
- Worksheet 2 ---------- 10
- Worksheet 3 ---------- 11
- Worksheet 4 ---------- 12
- Post-test ---------- 14

Appendix

- Pre-test ---------- 17
- Worksheet 1 ---------- 20
- The Lemonade Stand ---------- 21
- Directions for Lollipop Game ---------- 27
- Worksheet 2---------- 30
- Worksheet 3 ---------- 31
- Worksheet 4 ---------- 32
- Post-test ---------- 34
- Record Sheet ---------- 37

PACKAGE RESUME

Publication Date--April, 1980
Level/Subject: 4th Grade, Social Studies
Title: Linda and Larry in Lollipopland
Author: Jean Hatfield

Abstract: Students will learn that there are similarities in all manufactured goods. They will learn vocabulary words related to manufacturing and being a consumer. As they read the stories of Linda and Larry and their two businesses, students will be able to relate business and manufacturing to their own lives.

This capsule is designed to provide 4 to 6 hours of instruction in a learning center approach. The theme of the lollipop land is carried out by having the materials kept in a lollipop decorated box. No commercially produced curriculm materials are necessary for the completion of the activities in this capsule. Instructions are included in the teacher's manual for making all game/center meterials.

In order to successfully complete this capsule, the student needs to be able to:

a. read at the 4th grade level.
b. multiply and divide whole numbers.
c. multiply fractions.
d. do word problems.
e. use a dictionary, encyclopedia, and almanac.
f. follow a recipe.

MATERIALS NEEDED IN THE LOLLIPOP CENTER

scissors
magazines for cutting
glue
construction paper
answer box
lollipop recipe
How's It Made by Stephan Lewis
Homer Price by Robert McCloskey
copies of Worksheets 1, 2, 3, 4
Lollipopland Game
Student Record Sheet (Ticket)
Copy of "The Lemonade Stand"

OBJECTIVES

Upon completing this learning capsule your students will be able to:

define the terms consumer, producer, goods, services, resources, labor.

explain what manufacturing is.

describe the steps of the manufacturing process.

STUDENT RECORD SHEET INSTRUCTIONS

The student record sheet is designed to record student progress through the capsule. It carries out the theme of the lollipopland in that the student uses it as a "ticket" to Lollipopland, and the teacher checks off the activities which have been completed. A sample record sheet is included in the appendix to this guide.

SPECIAL INSTRUCTIONS AND SUGGESTIONS

This capsule is designed to be used individually or by a small group. It is self-pacing and allows for some variation and creativity in activities.

All activities and materials should be kept in a central place. It is suggested that an ordinary cardboard box be used. When covered and decorated with a lollipop motif it becomes an attractive as well as practical storage area.

The story "The Lemonade Stand" can be placed in a file folder and kept in the center, or it may be duplicated for the individuals.

The pre-test needs to be given before the student receives the capsule. An evaluation of the pre-test will determine if the student would benefit from using the capsule as an introduction, practice or reinforcement of the objectives. The post-test needs to be given when the student completes the capsule. Copies of both assessments may be found in the appendix of this guide.

Quest activities are included to reinforce the concepts that the

students are to have learned. Not all students will need or want to do quest activities. These activities can provide reinforcement or enrichment.

The answer keys to the worksheets and assessments are included in this guide on pages 5-16.

Linda and Larry in Lollipopland
Pre-test

Name key Date _____

Circle the letter of the correct answer.

1. You use your allowance to buy an ice cream bar. You are a
   a. producer.
   (b.) consumer.
   c. resource.
   d. manufacturer.

2. Water, trees and money are all examples of
   (a.) resources.
   b. labor.
   c. goods.
   d. services.

3. On order to manufacture a product you need to have
   a. an idea and someone to buy the product.
   b. resources and money.
   (c.) resources and labor.
   d. someone to buy the product and labor.

4. You cut your neighbor's grass for $3. You are
   (a.) doing a service.
   b. doing a good deed.
   c. conserving energy.
   d. selling a product.

Linda and Larry in Lollipopland
Pre-test (Cont.)

5. When your parents buy a car, they are

(a.) buying a mnaufactured good.
b. buying a natural resource.
c. making an investment.
d. paying for a service.

6. Which of these does not provide a service?

(a.) farmer
b. barber
c. teacher
d. doctor

7. Which of these is a manufactured good?

a. haircut
b. water
c. sunshine
(d.) television

8. You are making a present for your Mom. The effort you use to make the present is called

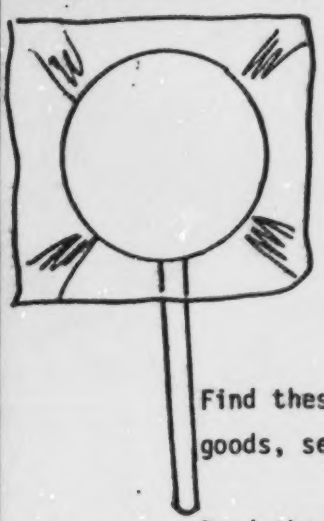
a. creativity.
b. time.
c. resources.
(d.) labor.

9. You have finished the present for your Mom. This makes you a(an)

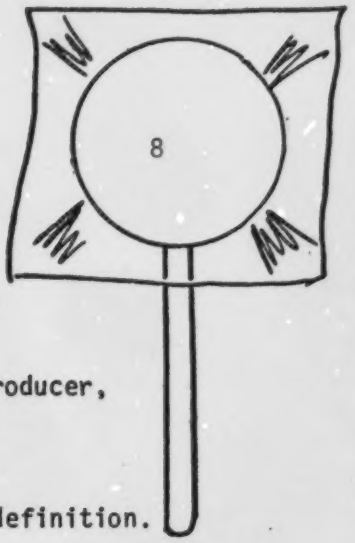
a. consumer.
(b.) producer.
c. resource.
d. employer.

10. Your Mom offers to trade you a service for a good. This means that

a. if you cut the grass, she will cut your hair.
b. if you buy her a watch, she will buy you a bike.
(c.) if you wash the dishes she will buy you a new shirt.
d. if you read a book, she will pay you a quarter.



Linda and Larry in Lollipop Land
Worksheet 1



Name key

Find these words in your dictionary or glossary: consumer, producer, goods, services, resources, and labor.

Read the definitions for each word. Match the word with its definition. Draw lines to connect the word with its definition.

consumer	money, materials or methods used to reach an end product
producer	the materials things we use in everyday life
goods	those things other people do for us
services	anyone who makes goods or services for pay
resources	one who uses goods and services
labor	all mental or physical effort directed toward the production of goods or services

QUESTIONS ABOUT "THE LEMONADE STAND"

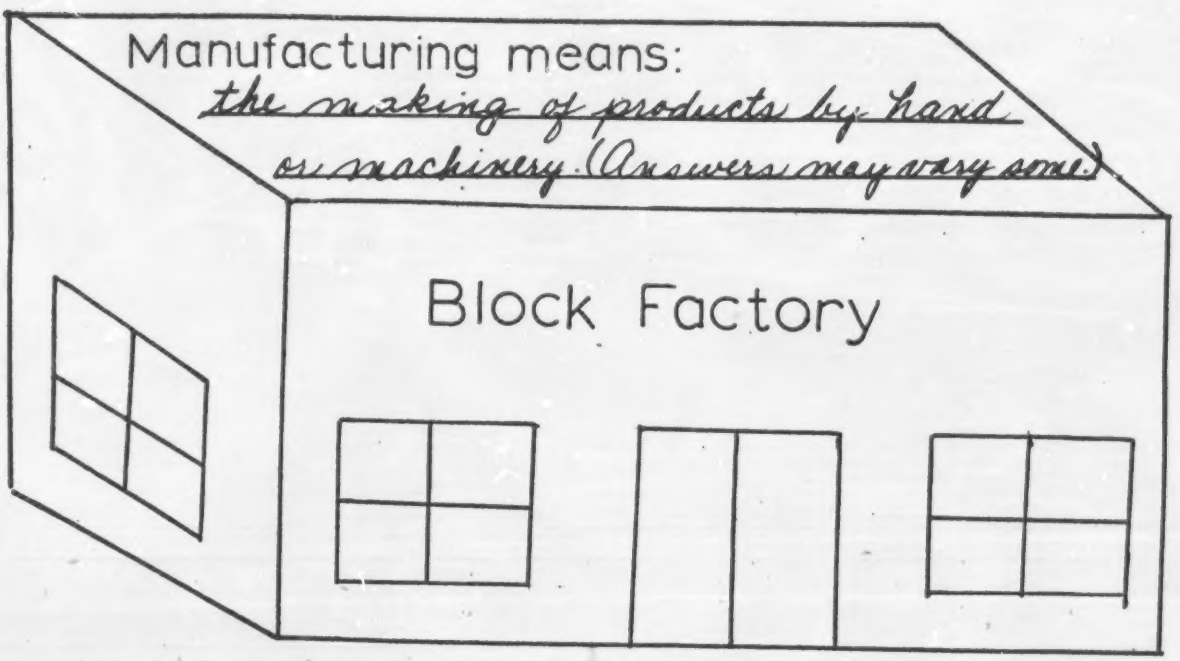
ANSWER KEY

1. paragraph 7
2. paragraph 9
3. paragraph 8
4. paragraph 7
5. paragraphs 8 & 9
6. a service
7. good
8. lemons, water, sugar, ice, paper cups
9. 80 cups
10. $8.00

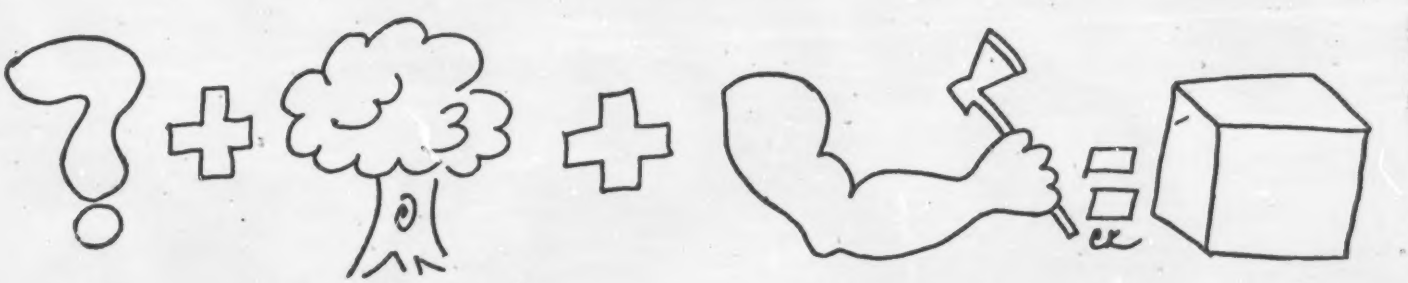
Linda and Larry in Lollipopland
Worksheet 2

Name key
Date _____

Part One



Part Two



idea resources labor product

Fill in the blanks with one of these words:

product labor
resources idea

Name key

Linda and Larry in Lollipopland
Worksheet 3

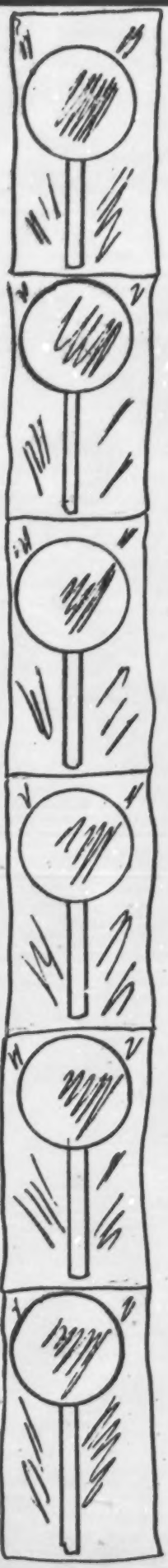
RECIPE FOR LOLLIPOPS

18 lollipop sticks
1/2 cup light corn syrup
1/4 cup butter or margarine
3/4 cup sugar
few drops food color

Arrange lollipop sticks on lightly buttered baking sheet. In 1 quart saucepan combine butter, corn syrup, and sugar. Heat to boiling over medium heat, stirring occasionally. Reduce heat to medium. Continue cooking, stirring frequently to 270° on candy thermometer, or until a few drops of syrup dropped into very cold water separate into threads that are hard but not brittle. Remove from heat. Stir in food color. Drop mixture by tablespoonfuls over end of each lollipop stick. If desired, while lollipops are hot, press on candy decorations. Cool lollipops thoroughly before removing from baking sheet.
To decorate after cooling, brush underside of candy decorations with corn syrup; press onto lollipops. Makes 18 lollipops that are 2 inches.

This is the recipe that Linda and Larry got for lollipops in Lollipopland. Fill in the steps for Linda and Larry's lollipop business in the chart below.

IDEA	RESOURCES	LABOR	PRODUCT
lollipops	sugar butter corn syrup sticks food color	Linda Larry	lollipops



Linda and Larry in Lollipopland
Worksheet 4

Name key Date _____

Use the recipe for lollipops on Worksheet 3. It makes 18 lollipops. Answer the following questions.

1. How much of each ingredient would you need to make 36 lollipops? ½ c butter, 1 c. corn syrup, 1½ c. sugar

2. How much of each ingredient would you need to make 90 lollipops? 1¼ c. butter, 2½ c. corn syrup, 3¾ c. sugar

3. How much of each ingredient would you need to make 900 lollipops? 12½ c. butter, 25 c. corn syrup, 37½ c. sugar

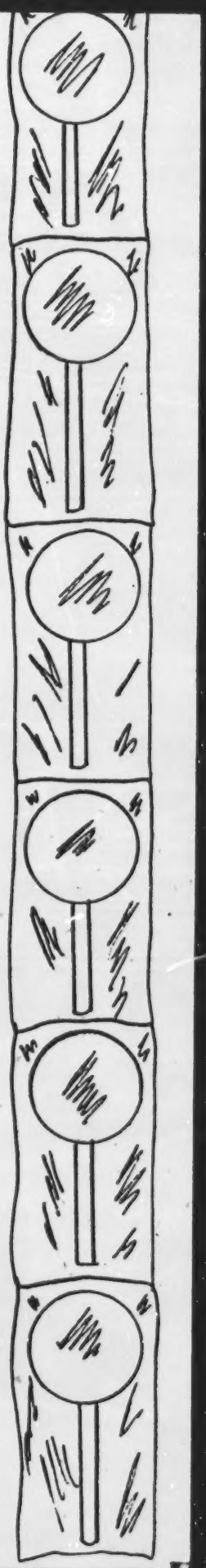
4. If each person in your class made 18 lollipops, how many lollipops would there be altogether? answers will vary

5. If each person in your class made his/her own lollipops do you think they would be able to sell very many in your class? no In the school? yes If only one person in the class made lollipops, would he/she be able to sell the lollipops to the class? yes When would you be able to charge a higher price for the lollipops: when the whole class made them, or when only one or two people made them? when just a few had made them

6. (Optional-extra credit) Find out how much the ingredients

for the lollipops cost. Determine the cost of one batch of lollipops and the cost of one lollipop (don't forget the sticks, etc.) Do your work on the back of this page, but write your answer here. answers will vary

* This activity provides an opportunity to discuss supply/demand with your students.



Linda and Larry in Lollipopland
Post-test

Name key Date _____

Circle the letter by the correct answer.

1. Your parents are buying a new television. They are

   a. buying a natural resource.
   b. paying for a service.
   (c.) buying a manufactured good.
   d. making an investment.

2. Which of these provides a service?

   a. car salesman
   b. factory worker
   (c.) dentist
   d. farmer

3. Which of these is <u>not</u> a manufactured good?

   (a.) potato
   b. football
   c. jeans
   d. toothpaste

4. Your sister has made a shirt for you. The effort she has made to make the shirt is called

   a. resources.
   b. creativity.
   c. time.
   (d.) labor.

5. When she has finished your shirt, your sister becomes a

   a. employer.
   b. resource.
   (c.) producer.
   d. consumer.

6. You have saved your money to buy a bike. When you buy it, you become a

   (a.) consumer.
   b. manufacturer.
   c. producer.
   d. resource.

7. Which of the following is <u>not</u> a resource?

   a. water
   b. oil
   c. money
   (d.) football

8. When you manufacture a product you need to have

   a. a consumer and labor.
   (b.) resources and labor.
   c. resources and sunshine.
   d. an idea and a consumer.

9. You are paid to babysit your little brother. You are

   (a.) doing a service.
   b. selling a product.
   c. doing a good deed.
   d. manufacturing a good.

Linda and Larry in Lollipopland
Post-test (Cont.)

10. You are paid an allowance for doing a service. You spend it on a good. This means that

a. you wash dishes and pay for getting a haircut.
b. you buy dinner for the family and your mom irons your shirts.
(c.) you cut the grass and buy a new book.
d. you do your homework every night and your dad buys you a fishing pole.

APPENDIX

This appendix contains copies of all worksheets and assessments. These copies may be used to make your own classroom quantity copies. To use, unstaple the sides of the teacher's guide and remove the worksheet and assessment pages. Restaple the remaining pages of the teacher's guide.

Linda and Larry in Lollipopland
Pre-test

Name _____ Date _____

Circle the letter of the correct answer.

1. You use your allowance to buy an ice cream bar. You are a
   a. producer.
   b. consumer.
   c. resource.
   d. manufacturer.

2. Water, trees and money are all examples of
   a. resources.
   b. labor.
   c. goods.
   d. services.

3. On order to manufacture a product you need to have
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   b. resources and money.
   c. resources and labor.
   d. someone to buy the product and labor.

4. You cut your neighbor's grass for $3. You are
   a. doing a service.
   b. doing a good deed.
   c. conserving energy.
   d. selling a product.

Linda and Larry in Lollipopland
Pre-test (Cont.)

5. When your parents buy a car, they are

   a. buying a mnaufactured good.
   b. buying a natural resource.
   c. making an investment.
   d. paying for a service.

6. Which of these does not provide a service?

   a. farmer
   b. barber
   c. teacher
   d. doctor

7. Which of these is a manufactured good?

   a. haircut
   b. water
   c. sunshine
   d. television

8. You are making a present for your Mom. The effort you use to make the present is called

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   b. time.
   c. resources.
   d. labor.

9. You have finished the present for your Mom. This makes you a(an)

   a. consumer.
   b. producer.
   c. resource.
   d. employer.

10. Your Mom offers to trade you a service for a good. This means that

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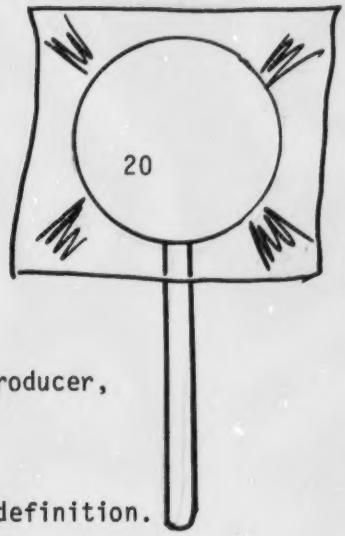
b. if you buy her a watch, she will buy you a bike.
c. if you wash the dishes she will buy you a new shirt.
d. if you read a book, she will pay you a quarter.

Linda and Larry in Lollipop Land
Worksheet 1



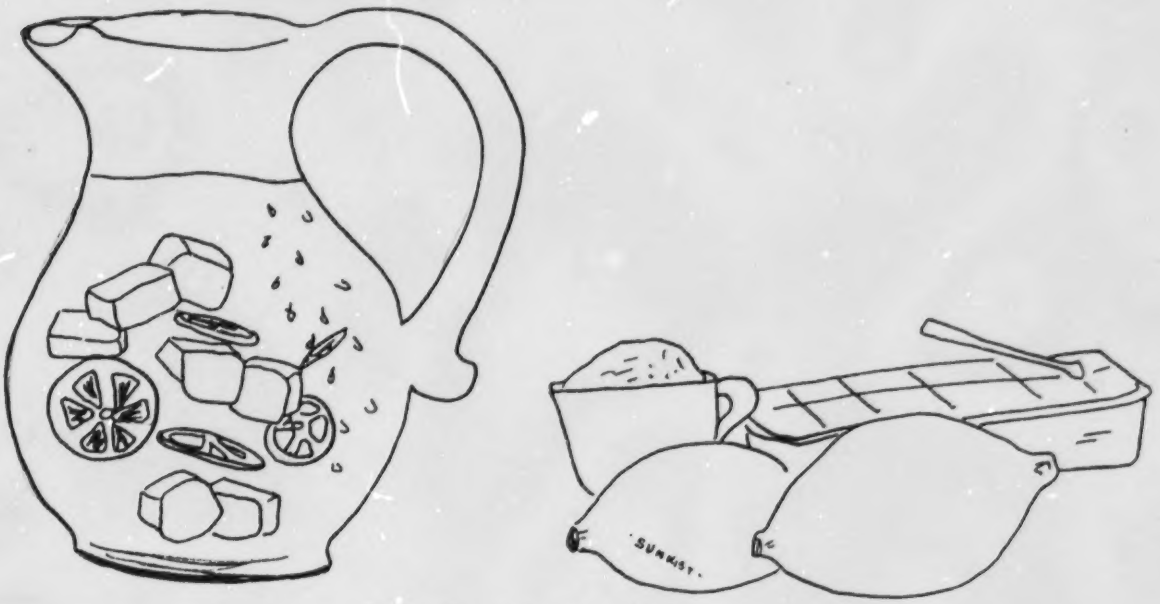
Name _____

Find these words in your dictionary or glossary: consumer, producer, goods, services, resources, and labor.

Read the definitions for each word. Match the word with its definition. Draw lines to connect the word with its definition.

consumer	money, materials or methods used to reach an end product
producer	the materials things we use in everyday life
goods	those things other people do for us
services	anyone who makes goods or services for pay
resources	one who uses goods and services
labor	all mental or physical effort directed toward the production of goods or services

LEMONADE



THE LEMONADE STAND

1. Linda and Larry decided to make a lemonade stand to earn money. As they talked over their idea, they realized they needed some things to start their business.

2. "We need some lemons, water and sugar to make the lemonade," said Linda. "And we'll need a pitcher to put it in and cups to serve it in."

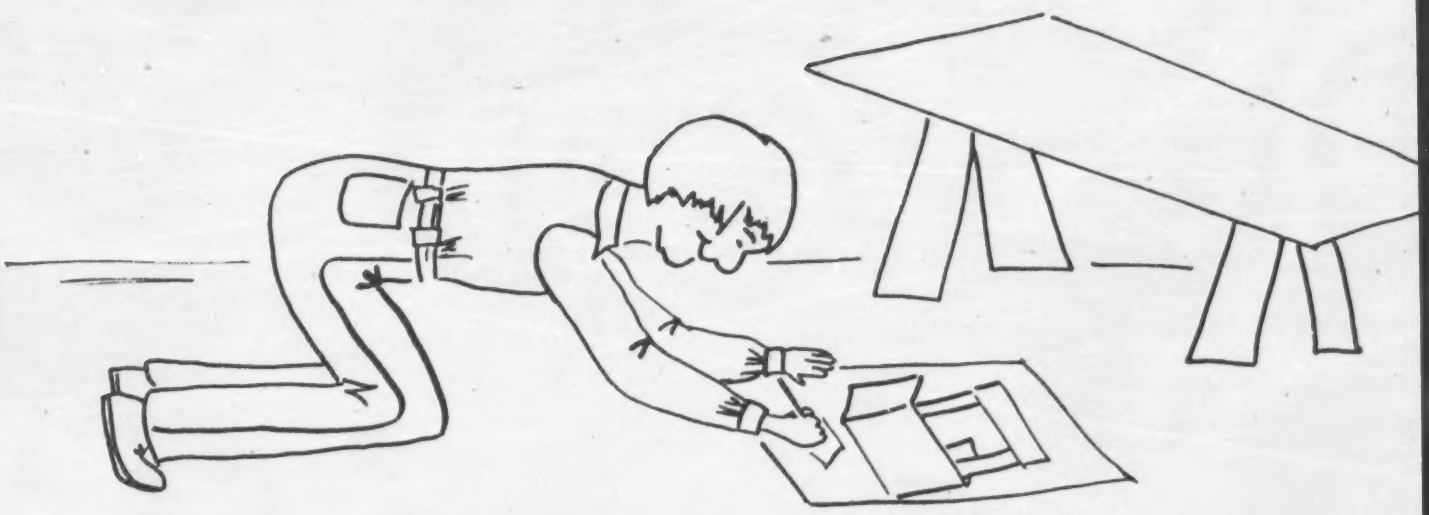
3. "But what will we use as a stand to sell our lemonade?" asked Larry. "Mom won't let us use the table that we used last year." He looked discouraged.

4. "Maybe we could make a stand," exclaimed Linda. "I think Dad will let us use those old boards in the garage, and maybe he has some leftover paint. Do you think you can put the boards together so it will stand up?"

5. "I don't know," said Larry. "I've never built anything before. But if we could get someone to help us...I know! Jim made a neat doghouse last week. Maybe he could help us with our stand. We could pay him off in lemonade! Let's go ask Dad about the materials, and then we'll ask Jim if he can supply the labor."

6. Linda and Larry ran to ask Dad about the boards. He told them they could use the boards, but they would have to buy their own nails. They asked Jim to help them build their stand, and he agreed to build it in exchange for free lemonade.

7. Linda, Larry and Jim went shopping. They bought nails, lemons, sugar and paper cups. They also bought some ice to cool the lemonade.



8. Jim drew a plan of the lemonade stand. Then he went to work, hammering and sawing the boards. Soon the stand was finished. Linda drew a sign for the front, and Larry painted it. They also made signs to put around their neighborhood to advertise their lemonade stand.

9. The next day they opened their lemonade stand for business. They made five gallons of lemonade to sell. They decided to sell it for 10¢ a cup. As the day got hotter and hotter, more people came by their lemonade stand and bought cups of lemonade. Linda and Larry were very happy with their lemonade stand. It was a success!

QUESTIONS ABOUT "THE LEMONADE STAND"

The paragraphs in the story are numbered. Use the numbers to answer questions 1-5.

1. What paragraphs showed Linda and Larry being consumers?

2. What paragraphs showed Linda and Larry being producers?

3. What paragraphs showed someone doing a service?

4. What paragraphs showed the use of resources to make a product?

5. What paragraphs showed the use of labor to make a product?

6. Did Jim provide a good or service?

7. Did Linda and Larry sell a good or a service?

8. List the three resources used to make lemonade.

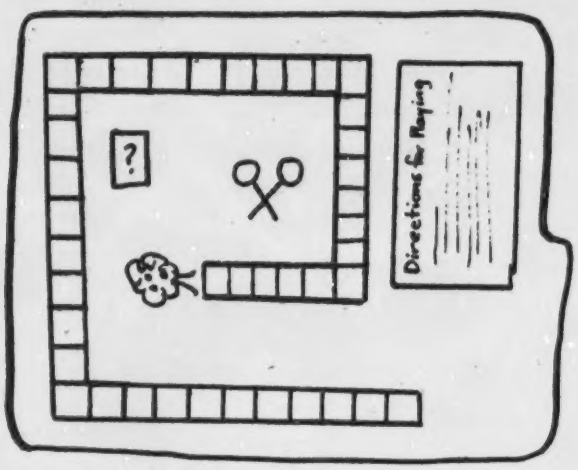
9. If Linda and Larry put 8 oz. of lemonade in each cup, and there are 128 oz. in a gallon, how many cups of lemonade could they sell? (Remember, they made 5 gallons of lemonade.)

10. Using the answer from question 9, find out how much money Linda and Larry received if they sold each cup for 10¢.

DIRECTIONS FOR LOLLIPOPLAND GAME

Materials needed: file folder, 2" x 3" cards, spinner, playing pieces

Directions to Teacher: The object of this game is for the student to move around the board to the lollipop tree. The game is made on a file folder. The gameboard looks like this:



The game cards are on the following pages. Glue them to cardboard and cut apart. Cut off the directions for playing at the bottom of this page. Glue these on to the gameboard. Use buttons for playing pieces. These may be kept in a plastic bag with the gameboard.

DIRECTIONS FOR PLAYING: Get to the Lollipop Tree first! Pick a friend to play with you. Place the playing pieces on "Start". Spin the spinner. Move the playing pieces the correct number of spaces. If you land on a blank space, pick a question card. Answer the question on the card. If your partner decides that you are right, you may stay on the space. If your partner thinks you are wrong, or if you do not know the answer, you must move back three spaces. If there is a question about your answer, ask your teacher. Use your vocabulary words to answer the questions.
If you land on a lollipop space, pick a lollipop card. Do what the card tells you to do.
Put the cards on the bottom of the pile when you have finished reading them.

Larry bought a new ball. What is he?	Things we buy and use are called _____.
Sugar is used to make lollipops. What is it?	When someone does something for us it is called a _____.
Name a natural resource.	Someone who makes something to use is called a _____.
Are lollipops a good or a service?	Someone who uses something is called a _____.
Linda made the lemonade to sell. What is she?	The effort used to make or use something is called _____.
Name someone in the community who provides a service.	
Water is a _____.	

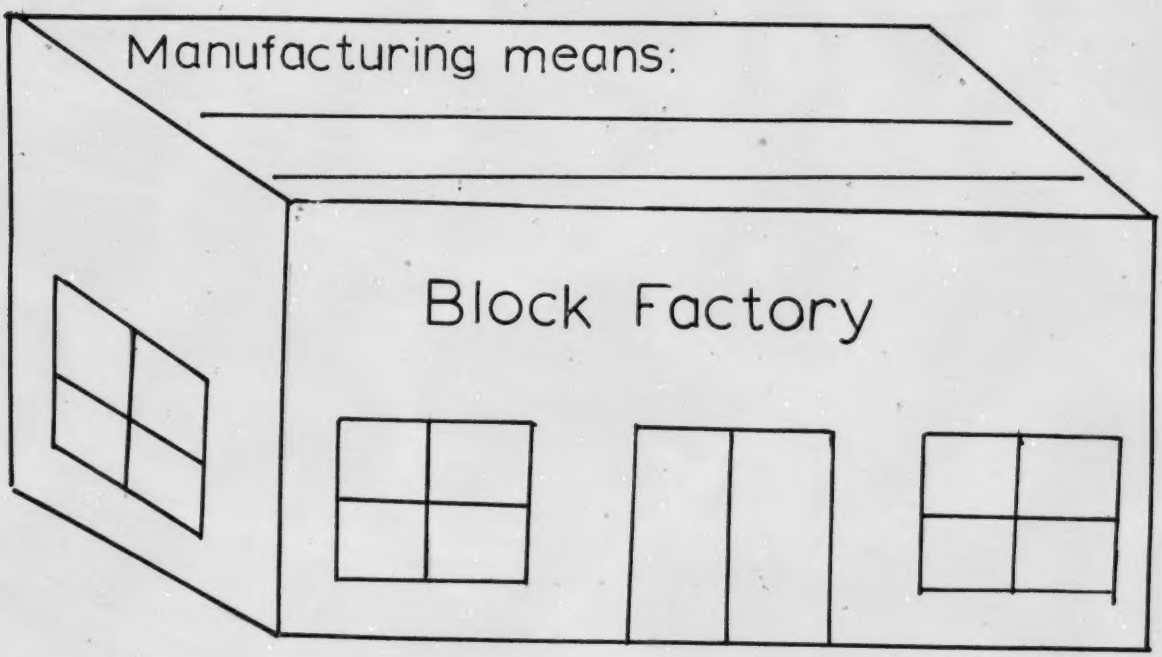
Go back two spaces.	Go forward six spaces.
Move to the same space that your opponent is on.	Go back to start.
Move ahead three spaces.	NOTE TO TEACHER: Use the blank cards to paste magazine pictures on for additional question cards. The pictures should illustrate the vocabulary words.

Lollipop Cards

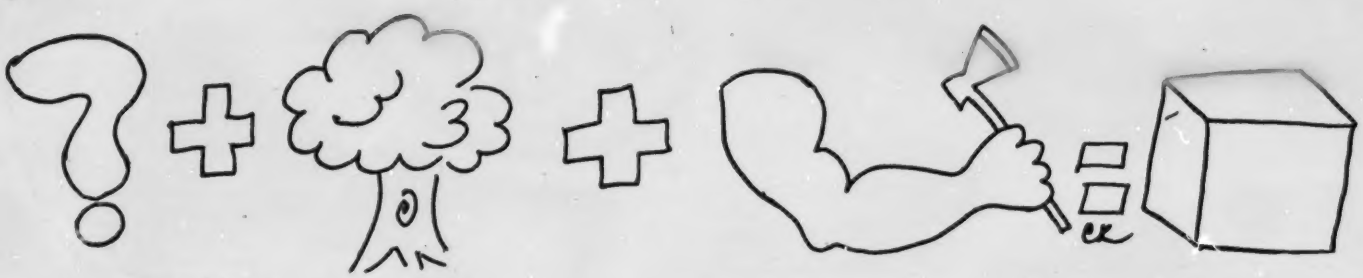
Linda and Larry in Lollipopland
Worksheet 2

Name _____
Date _____

Part One



Part Two



_____ _____ _____ _____

Fill in the blanks with one of these words:

product labor
resources idea

Name _____

Linda and Larry in Lollipopland
Worksheet 3

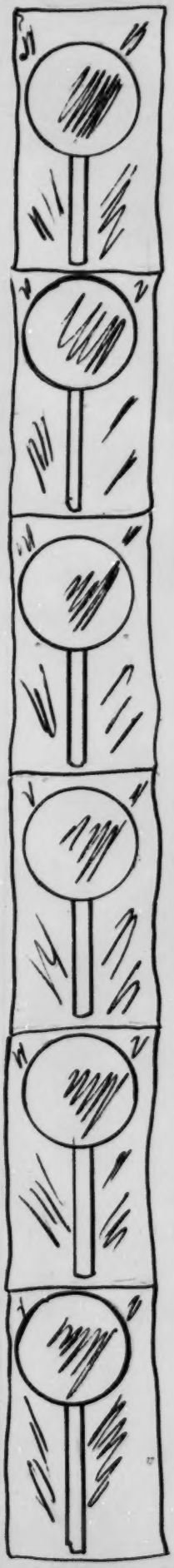
RECIPE FOR LOLLIPOPS

18 lollipop sticks
1/2 cup light corn syrup
1/4 cup butter or margarine
3/4 cup sugar
few drops food color

Arrange lollipop sticks on lightly buttered baking sheet. In 1 quart saucepan combine butter, corn syrup, and sugar. Heat to boiling over medium heat, stirring occasionally. Reduce heat to medium. Continue cooking, stirring frequently to 270° on candy thermometer, or until a few drops of syrup dropped into very cold water separate into threads that are hard but not brittle. Remove from heat. Stir in food color. Drop mixture by tablespoonfuls over end of each lollipop stick. If desired, while lollipops are hot, press on candy decorations. Cool lollipops thoroughly before removing from baking sheet.
To decorate after cooling, brush underside of candy decorations with corn syrup; press onto lollipops. Makes 18 lollipops that are 2 inches.

This is the recipe that Linda and Larry got for lollipops in Lollipopland. Fill in the steps for Linda and Larry's lollipop business in the chart below.

IDEA	RESOURCES	LABOR	PRODUCT
_____	_____	_____	_____
	_____	_____	
	_____		
	_____		
	_____		



Linda and Larry in Lollipopland
Worksheet 4

Name _____ Date _____

Use the recipe for lollipops on Worksheet 3. It makes 18 lollipops. Answer the following questions.

1. How much of each ingredient would you need to make 36 lollipops? _____

2. How much of each ingredient would you need to make 90 lollipops? _____

_____

_____

3. How much of each ingredient would you need to make 900 lollipops? _____

_____

_____

4. If each person in your class made 18 lollipops, how many lollipops would there be altogether? _____

5. If each person in your class made his/her own lollipops do you think they would be able to sell very many in your class? _____ In the school? _____ If only one person in the class made lollipops, would he/she be able to sell the lollipops to the class? _____ When would you be able to charge a higher price for the lollipops: when the whole class made them, or when only one or two people made them? _____

_____

6. (Optional-extra credit) Find out how much the ingredients

for the lollipops cost. Determine the cost of one batch of lollipops and the cost of one lollipop (don't forget the sticks, etc.) Do your work on the back of this page, but write your answer here. _____

Linda and Larry in Lollipopland
Post-test

Name _____ Date _____

Circle the letter by the correct answer.

1. Your parents are buying a new television. They are
   a. buying a natural resource.
   b. paying for a service.
   c. buying a manufactured good.
   d. making an investment.

2. Which of these provides a service?
   a. car salesman
   b. factory worker
   c. dentist
   d. farmer

3. Which of these is <u>not</u> a manufactured good?
   a. potato
   b. football
   c. jeans
   d. toothpaste

4. Your sister has made a shirt for you. The effort she has made to make the shirt is called
   a. resources.
   b. creativity.
   c. time.
   d. labor.

5. When she has finished your shirt, your sister becomes a

   a. employer.
   b. resource.
   c. producer.
   d. consumer.

6. You have saved your money to buy a bike. When you buy it, you become a

   a. consumer.
   b. manufacturer.
   c. producer.
   d. resource.

7. Which of the following is <u>not</u> a resource?

   a. water
   b. oil
   c. money
   d. football

8. When you manufacture a product you need to have

   a. a consumer and labor.
   b. resources and labor.
   c. resources and sunshine.
   d. an idea and a consumer.

9. You are paid to babysit your little brother. You are

   a. doing a service.
   b. selling a product.
   c. doing a good deed.
   d. manufacturing a good.

Linda and Larry in Lollipopland
Post-test (Cont.)

10. You are paid an allowance for doing a service. You spend it on a good. This means that

    a. you wash dishes and pay for getting a haircut.
    b. you buy dinner for the family and your mom irons your shirts.
    c. you cut the grass and buy a new book.
    d. you do your homework every night and your dad buys you a fishing pole.

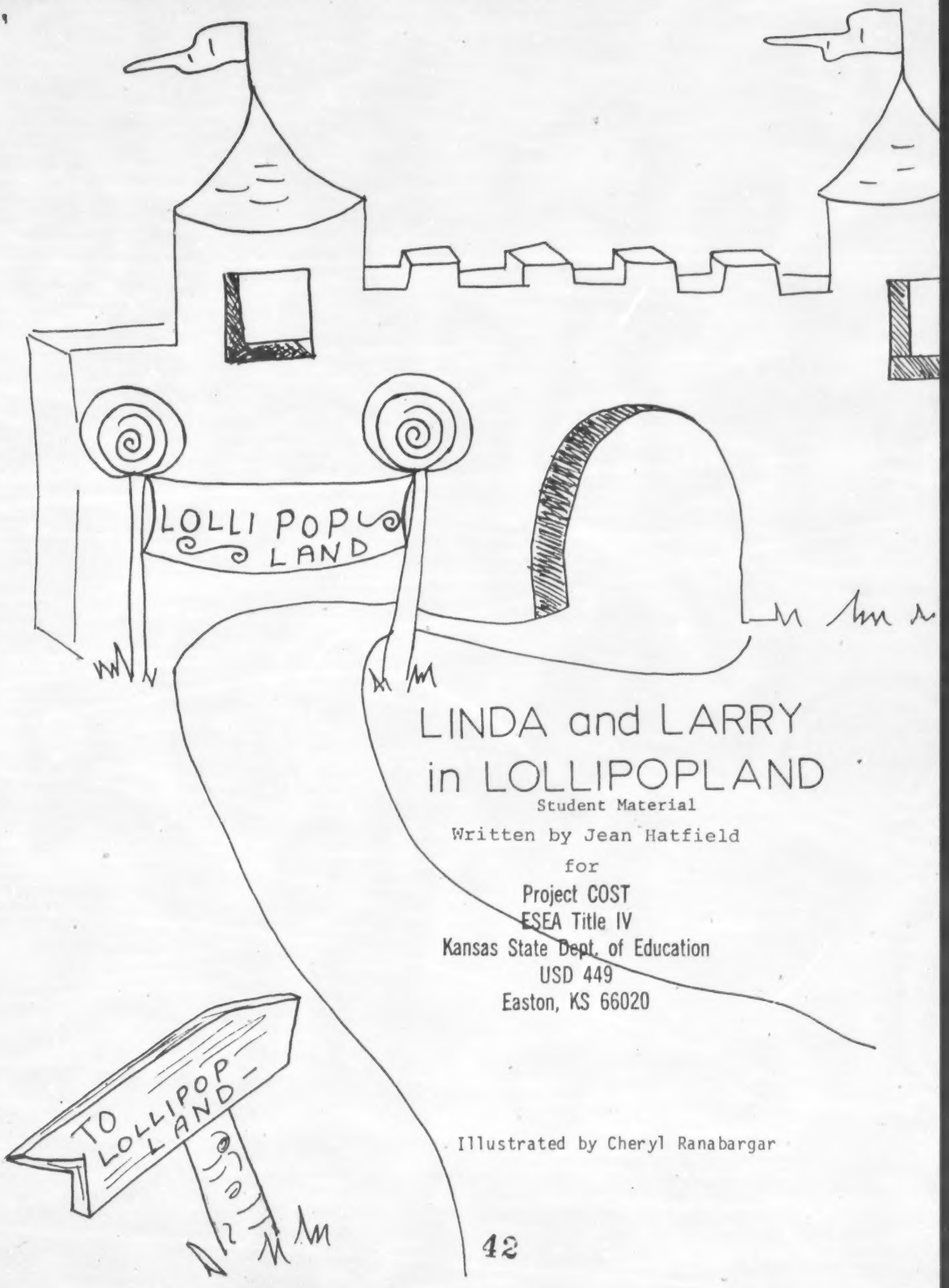
Ticket

Admit one to Lollipopland _____
date

SECTION ONE
- Worksheet 1 _____
- Activity 1 _____
- Activity 2 _____
- Optional Activity _____
- Game-Activity 5 _____

SECTION TWO
- Worksheet 2 _____
- Worksheet 3 _____
- Worksheet 4 _____
- Activity 6, 7, or 8 _____

QUEST ACTIVITY _____



LINDA and LARRY in LOLLIPOPLAND

Student Material

Written by Jean Hatfield

for
Project COST
ESEA Title IV
Kansas State Dept. of Education
USD 449
Easton, KS 66020

Illustrated by Cheryl Ranabargar

When you finish this learning capsule, you will be able to:

define the terms consumer, producer, goods, services, resources and labor.

explain what manufacturing is.

describe the steps of the manufacturing process.

BUT FIRST ... GET YOUR PRE-TEST FROM YOUR TEACHER.

Linda and Larry love lollipops. They would like to learn more about lollipops. They already know that lollipops taste good and that they can buy them at the store. But where do lollipops come from?

Let's go with Linda and Larry to Lollipopland and see what they learn about lollipops. Maybe we will see something with them.

When Linda and Larry got to the gates of Lollipopland they met six crazy-looking clowns.

"My goodness," said Linda. "Who are you?"

The first clown jumped up and took a bow. He had a very big mouth and a big "C" on his shirt.

"I am Consumer," he said. "I use goods and services. I buy, eat and keep goods of all kinds, and I use services."

Linda shook her head. "I don't understand. You say you produce goods for Consumer, but what are goods?"

A very strange-looking fellow stepped forward. He looked like a walking department store. He had all kinds of clothing, furniture, food, toys and other odds and ends hanging from his clothes.

"Allow me to present myself. I am Goods. I am everything that you can buy in a store. Everything you eat, wear or use is a "good" and must be made by Producer."

Larry looked puzzled. "But where do you get these goods and services?"

A clown with a big "P" on his shirt jumped up. He had big hands.

"I make the goods and provide the services. I am Producer. I work hard to keep Consumer happy. Here is my card in case you need me."

Larry spoke up. "I know what a good is, but what do you mean by these services that Consumer is talking about?"

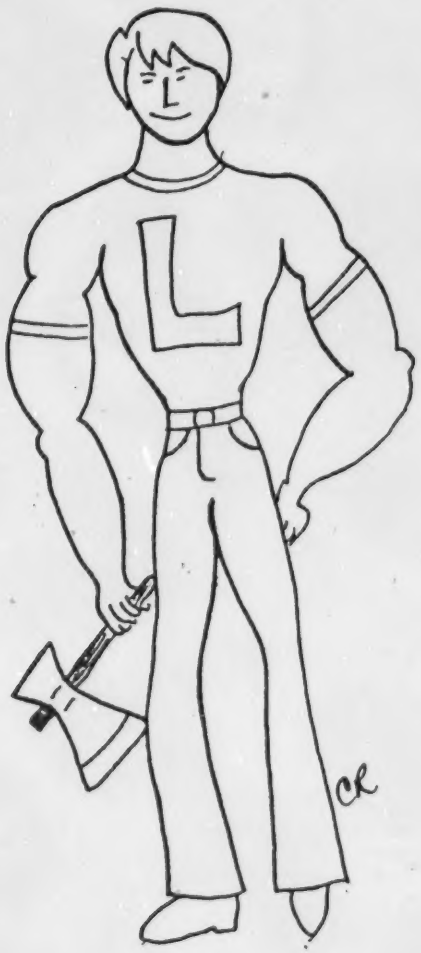
A friendly-looking clown pushing a lawnmower came forward. She had a book in one hand and a stethoscope around her neck.

"Excuse me. I am Services. I do things for other people, like cutting hair or grass. I teach people, and nurse people and fix things that are broken. I'm paid for what I do for you, not for a product that I sell you."

When he stopped talking, a very odd-lcoking fellow stepped forward. He had a jacket made of dollar bills. His hair looked like a tree and his pants looked as if they had been dug up out of the ground. "You are probably wondering where the producer gets what he needs to make Goods. My friend Labor and myself, Resources, help there."

Labor stepped forward. He was a very big man with strong arms. "He's right. I do the work--all the thinking, planning and working that helps make the product, and Resources gives me the things to work with: money, materials and machines.

They each handed Linda and Larry a card. The cards looked like this:



Linda and Larry looked confused.

"Boy, that's a lot of things to remember. If we have to remember these words in Lollipopland, maybe we had better practice using them first," said Larry.

"Good idea," said Linda. "I'll get a worksheet to help us remember."

Why don't you get a worksheet to help you remember, too? Get Worksheet #1 from the Lollipop Center. When you have finished, you can turn the page.

Linda and Larry got their tickets to Lollipopland by showing that they knew what the new words mean. Show your worksheet to your teacher. If you have all of the words correct, you may get your ticket to Lollipopland.

Now you are ready for your journey. Have your ticket ready to check your progress.

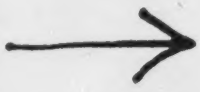
goods
consumer
producer
services
resources

ACTIVITIES

At the first stop in Lollipopland there are some things for you to do. These will help you understand the meanings of the new words that you have learned. Do all of the activities that are starred (*) and one of the other activities.

*1. Read the story, "The Lemonade Stand". Get it from the Lollipop Center. This story tells about a time last summer when Linda and Larry decided to set up a lemonade stand. Answer the questions at the end of the story. Use your own paper for the answers, and put them in the answer box at the Lollipop Center.

*2. Get a piece of construction paper from the Lollipop Center. Divide it into 6 sections. Label each section with one of these words: consumer, producer, goods, services, resources, and labor. Use old magazines that are at the Lollipop Center. Cut out pictures to show what these words mean. Glue them under the correct word. Put your paper in the answer box in the Lollipop Center. Be sure that your name is on your paper.



AFTER YOU HAVE DONE ACTIVITIES 1 AND 2, YOU MAY CHOOSE ONE OF THESE ACTIVITIES TO DO.

3. Design a bulletin board that would illustrate what the new words mean.

4. Make up a puzzle using the vocabulary words. This can be a crossword, word search or jigsaw puzzle.

5. Can you use what you know to play a game? Find a friend to play the game with you. Get the gameboard and other materials to play the game from the Lollipop Center. Be sure that you have the board, the question cards, the lollipop cards, two playing pieces and a spinner. If you need help following the directions on the gameboard or deciding if your answer is right or wrong, be sure to ask your teacher.

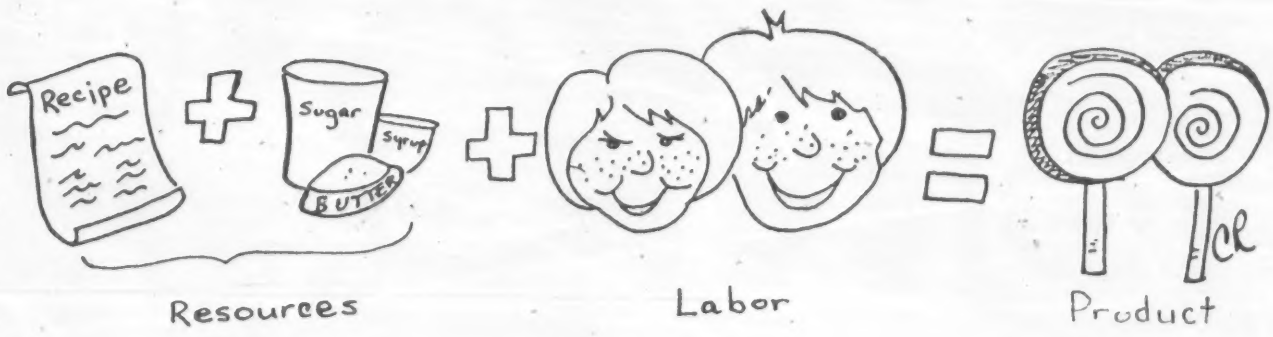
After visiting Lollipopland, Linda and Larry have decided to make lollipops of their own to sell at their lemonade stand. When they told Dad their idea, he exclaimed, "Why, you'll be manufacturing lollipops!"

This is another new word for Linda and Larry. They have decided to look it up in their dictionary. Why don't you stop and look it up, too. Get Worksheet 2 and write your definition of manufacturing in the space on the factory roof.

After they looked up manufacturing in the dictionary, they asked Dad to explain it further.

"Manufacturing is producing goods to sell," explained Dad. "What goes on in manufacturing depends upon the kind of goods being produced, but all types of manufacturing have the same basic parts. First you have an idea. Then you use resources, like water, raw materials, machinery, etc., plus labor (the work men and machines do) to make that idea into a product.

"Your lollipop business can fit the manufacturing steps. Your idea is to make lollipops. Your resources are your recipe and the ingredients to make the lollipops, plus the sticks and paper to wrap them. Of course, you provide the labor, which is the time and work you spend making the lollipops. And all of that results in your product, which is lollipops."



Linda and Larry began to realize that there is a basic formula for manufacturing. Can you figure out what the formula is? Look at part two on Worksheet 2. Fill the blanks with the correct words. When you have finished the entire worksheet, show it to your teacher. If it is okay, you may turn the page.

ACTIVITIES

*6. Now comes the yummy part! Get Worksheet 3 from the Lollipop Center. Read the directions and fill in the blanks. When you have finished, show it to your teacher so that it can be checked off on your ticket.

*7. Do Worksheet 4. Follow the directions on the worksheet. You will find it at the Lollipop Center.

Do either Activity 8, 9 or 10.

8. Use the recipe for lollipops on Worksheet 3 to make your own lollipops to "sell" to your class. Write a paragraph and decide how you manufactured your lollipops. Do you think it would be different if you made a hundred? a thousand? What would you have to do to make that many? How did you feel making the lollipops? Write your answers to these questions on notebook paper.

9. Find the book, How's It Made? by Stephan Lewis. Choose a product that is described in the book. Write a sentence for each picture describing what is happening when this product is being manufactured.

10. Read the story, "Homer and the Donuts" in the book Homer Price by Robert McCloskey. On a separate sheet of paper answer the following questions:

a. What resources were used in making the donuts?
b. Who provided the labor in making the donuts?
c. Did anyone in this story provide a service?
d. What goods were provided?
e. Who were the consumers of the goods?
f. Who were the producers of the goods?

Linda and Larry have had fun with their lollipop business and lemonade stand. They've learned a lot, too. They've learned about manufacturing, producers, consumers, goods, services, labor and resources. Let's see how much you have learned. Get the post-test from your teacher. Follow the directions for answering the questions.

After you have finished the post-test turn the page to find out more!!

QUEST

Linda and Larry have been working hard, and so have you! Would you like a little more practice in learning about manufacturing, goods, services, producers, consumers, resources and labor? Here are two Quest activities that you may do. If you would like, choose one of them to do and share with your class. It will be lots of fun to do!

Quest 1

Choose one of the following products and report on how it is made in one of the following ways: a one page report, a bulletin board, a mural, an oral presentation to the class.

paper	automobiles	bicycle
book	glass	bread
chewing gum	clothing	candles
pencil	ice cream	soap

Be sure to use the vocabulary words that you have been learning when you make your report. You may use the card catalog, an encyclopedia, an almanac or an interview with a person for your information. If you need help, be sure to ask your teacher or librarian.

Quest 2

Make a mural showing how a natural resource (such as a tree) travels through the manufacturing process to become a good. You may wish to write a letter to a manufacturer asking for pictures or ideas to use. An almanac will give you addresses for manufacturers. You can also use the vertical file in your library for information. Your librarian will have other ideas of places to write.